



# World Service Organization

## Distribution Center Progress Report for September 2020

|                                       |   |
|---------------------------------------|---|
| <b>1</b><br>The<br>Operation          | <ul style="list-style-type: none"><li>As we reach fall in California we are returning to blue skies and a cessation of wildfires. Masks played a dual role in the reduction of smoke and ash inhaled by employees and protection against COVID.</li></ul>   |
| <b>2</b><br>Progress                  | <ul style="list-style-type: none"><li>Staff has been learning the intricacies of Quick Books to better manage inventory and have been working closely with Jonathan Bryson, Senior accountant @ O&amp;S to continually improve throughput of information. Although we have not found an inventory management system that will adequately interface with our current systems, our VP of finance Lucia is making significant improvements to our accounting and inventory systems.</li><li>With the help and direction of our IT chair Sharon, we have been improving the way we respond to questions, concerns, updates and new registrants in our Meetings registry. Thank you, Sharon!</li></ul> |
| <b>3</b><br>Shopify<br>Signal<br>Hill | <ul style="list-style-type: none"><li>Additional stats have been added for clarity.</li></ul>   |

**Total sales**

[View report](#)

**\$47,197.12**

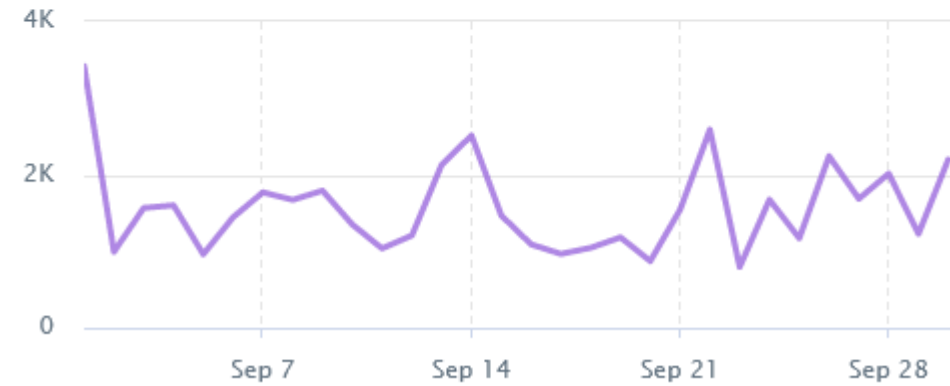
Online Store

\$46,880.12

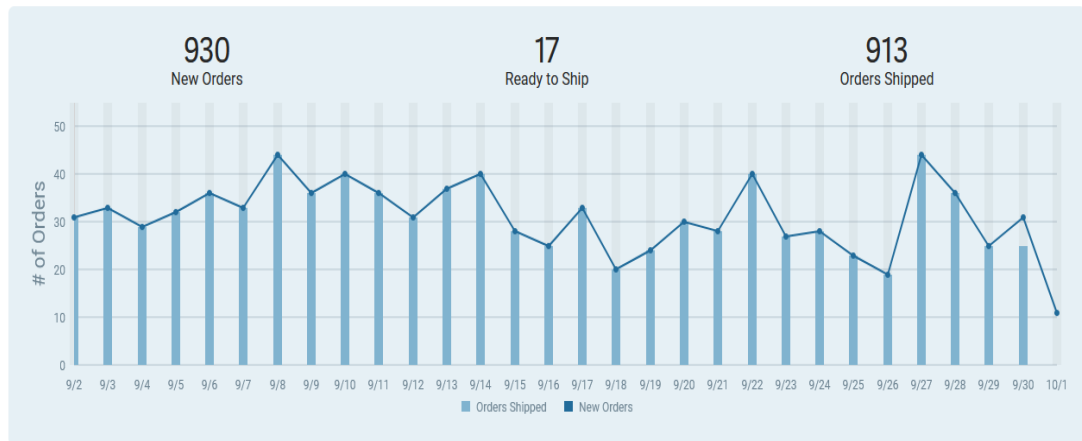
Draft Orders

\$317.00

**SALES OVER TIME**



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- Signal Hill sales for the month of September.

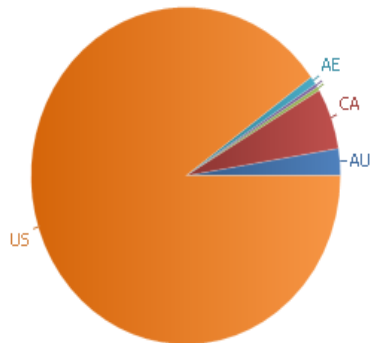


Number of orders shipped from the Signal Hill office in September.

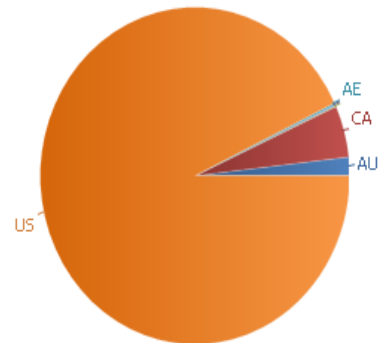
## Country Comparison Report

Date Range: 9/1/2020 - 9/30/2020

Total Sales by Country



Items Sold by Country



| Country              | Abbrev. | Items Sold | Total Sales |
|----------------------|---------|------------|-------------|
| Australia            | AU      | 62         | \$973.15    |
| Canada               | CA      | 172        | \$2187.32   |
| Chile                | CL      | 3          | \$138.96    |
| Denmark              | DK      | 3          | \$121.88    |
| United Arab Emirates | AE      | 7          | \$297.87    |
| United States        | US      | 3222       | \$33583.39  |

Countries shipped to from Signal Hill.

### 4 Amazon FBA US Sales

View: By Month

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| <input type="checkbox"/> | Date       | Ordered Product Sales | Units Ordered | Total Order Items |
|--------------------------|------------|-----------------------|---------------|-------------------|
| <input type="checkbox"/> | 03/01/2020 | \$21,621.75           | 1,254         | 1,127             |
| <input type="checkbox"/> | 04/01/2020 | \$35,338.75           | 1,998         | 1,899             |
| <input type="checkbox"/> | 05/01/2020 | \$40,289.00           | 2,269         | 2,165             |
| <input type="checkbox"/> | 06/01/2020 | \$43,459.00           | 2,478         | 2,346             |
| <input type="checkbox"/> | 07/01/2020 | \$41,064.25           | 2,352         | 2,220             |
| <input type="checkbox"/> | 08/01/2020 | \$42,866.50           | 2,467         | 2,335             |
| <input type="checkbox"/> | 09/01/2020 | \$40,858.25           | 2,335         | 2,219             |

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- This graph shows sales over the last six months.

**5**  
Amazon  
FBA UK  
Sales

View: [By Day](#) [By Week](#) [By Month](#)

Download  Pivot

| <input type="checkbox"/> | Date       | Ordered Product Sales | Ordered Product Sales - B2B | Units Ordered | Units Ordered - B2B | Total Order Items | Total Order Items - B2B | Page Views |
|--------------------------|------------|-----------------------|-----------------------------|---------------|---------------------|-------------------|-------------------------|------------|
| <input type="checkbox"/> | 01/03/2020 | £1,574.00             | £0.00                       | 100           | 0                   | 95                | 0                       | 572        |
| <input type="checkbox"/> | 01/04/2020 | £2,576.00             | £0.00                       | 158           | 0                   | 157               | 0                       | 768        |
| <input type="checkbox"/> | 01/05/2020 | £4,016.00             | £34.00                      | 253           | 2                   | 252               | 2                       | 1,190      |
| <input type="checkbox"/> | 01/06/2020 | £3,682.00             | £30.00                      | 230           | 2                   | 220               | 2                       | 1,099      |
| <input type="checkbox"/> | 01/07/2020 | £2,904.00             | £20.00                      | 181           | 1                   | 179               | 1                       | 883        |
| <input type="checkbox"/> | 01/08/2020 | £3,044.00             | £0.00                       | 186           | 0                   | 166               | 0                       | 805        |
| <input type="checkbox"/> | 01/09/2020 | £2,085.70             | £0.00                       | 130           | 0                   | 131               | 0                       | 647        |

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- Amazon sales in the United Kingdom over the last six months.

**6**  
Meeting  
Stats

| Meeting                         |      |
|---------------------------------|------|
| Active Meetings                 | 2832 |
| Pending New Meeting Requests    | 0    |
| Pending Update Meeting Requests | 0    |
| New Meetings last 90 days       | 136  |
| Updated Meeting last 90 days    | 536  |
| Not updated this past year      | 1506 |

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- In Jan of 2020 we had 2472 active meetings. The count has gone up and down since then but as of 10/1/20 we are up by 360 active meetings.

**7**  
Intergroup  
Stats

| Intergroup        |     |
|-------------------|-----|
| Total Intergroup  | 108 |
| New Intergroup    | 0   |
| Update Intergroup | 0   |

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|                                     |   |               |   |             |   |                |   |
|-------------------------------------|---|---------------|---|-------------|---|----------------|---|
| <b>8</b><br><b>Regions</b>          | <div style="border: 1px solid gray; padding: 10px; margin-bottom: 10px;"> <p><b>Regions</b></p> <hr style="border-top: 1px dashed gray;"/> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">Total Regions</td> <td style="text-align: right;">2</td> </tr> <tr> <td>New Regions</td> <td style="text-align: right;">0</td> </tr> <tr> <td>Update Regions</td> <td style="text-align: right;">0</td> </tr> </table> </div> <ul style="list-style-type: none"> <li>•</li> </ul>   | Total Regions | 2 | New Regions | 0 | Update Regions | 0 |
| Total Regions                       | 2   |               |   |             |   |                |   |
| New Regions                         | 0   |               |   |             |   |                |   |
| Update Regions                      | 0   |               |   |             |   |                |   |
| <b>9</b><br><b>Product Pipeline</b> | <p>Transfer to Canada FBA ( currently in customs )</p> <ul style="list-style-type: none"> <li>• 100-03 YWB – Qty 352</li> <li>• 100-04 SC Med – Qty 104</li> <li>• 100-09 LLWB – Qty 60</li> <li>• 100-02 SC BRB – Qty 112</li> <li>• 100-01 HC BRB – Qty 320</li> </ul> <p>Transfer to FBA US ( in receiving )</p> <ul style="list-style-type: none"> <li>• 100-01 HC BRB – Qty 1440</li> <li>• 100-01 SC BRB – Qty 112</li> <li>• 100-03 YWB – Qty 1048</li> <li>• 100-04 SC Med – Qty 104</li> <li>• 100-05 HC Med – Qty 36</li> <li>• 100-09 LLWB – Qty 60</li> </ul> |               |   |             |   |                |   |